

# AGM Investor Meeting

COMPANY UPDATE



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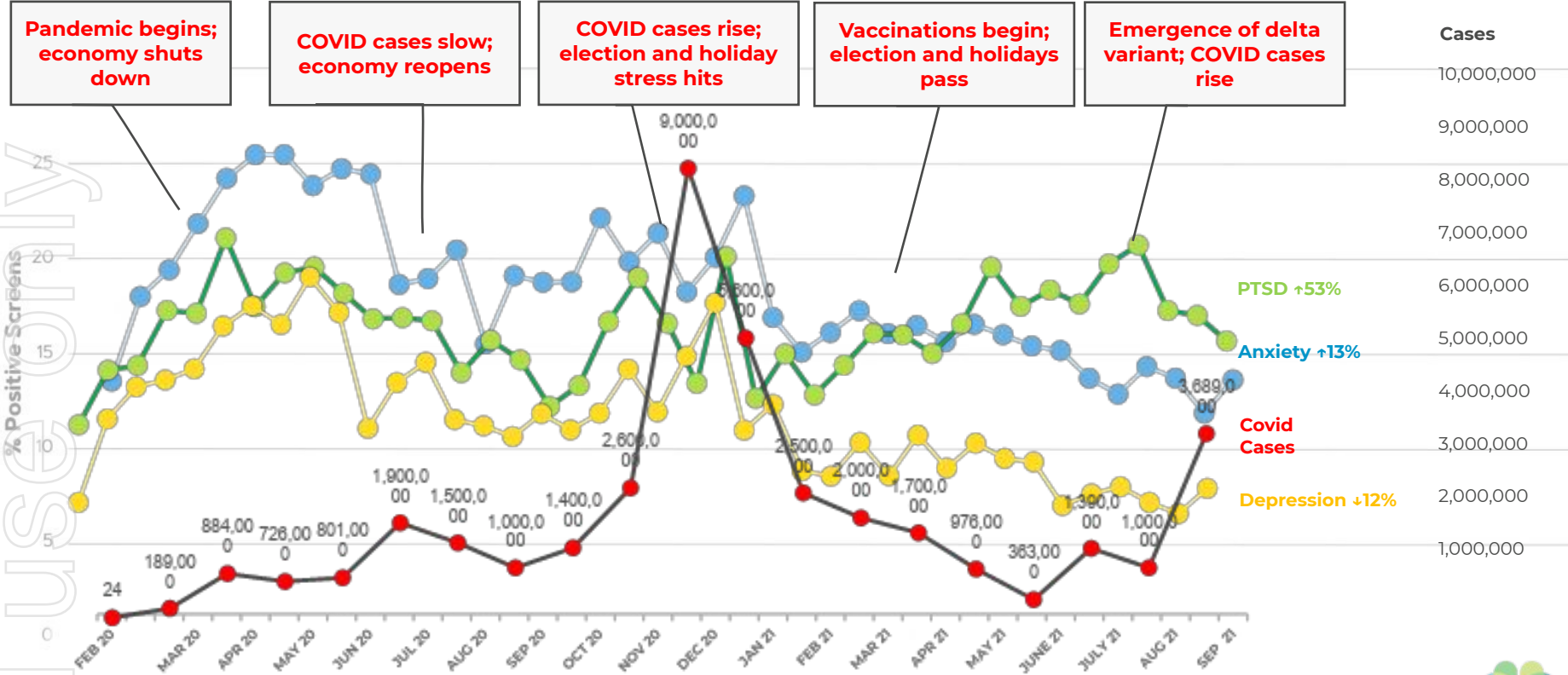
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# Current State



# Mental Health Trends

Mental Health Index: U.S. Worker Edition



# Total Brain Platform and GTM

## CLINICAL CARE SUPPORT

*Standardized Measurement  
Plan of Care Support  
Business Enabler*

## POPULATION HEALTH

*Self Awareness and Self Care  
Risk Screening and Intervention  
Population Health Analytics*

## CORPORATE WELLNESS

*Self Awareness and Self Care  
Risk Screening and Intervention  
Employee Health and Performance  
Analytics*

### TB DIRECT

*Branded Total Brain application or data products deployed directly to an end customer and its membership*

Total Brain branded patient and clinician tools for Behavioral Health, Substance Abuse and Pharma use cases

Total Brain branded user and management tools for large consumer populations

Total Brain branded employee and HR management tools for corporations

### TB INSIDE

*White labeled Total Brain services integrated as enabling functionality within a partner platform*

White labeled and fully integrated Total Brain patient and clinician tools for clinical measurement and care platforms

White labeled and fully integrated Total Brain user and management tools for population health and engagement platforms

White labeled and fully integrated Total Brain user and HR management tools for employee health, wellness and performance management platforms

# Total Brain Platform and GTM

## CLINICAL CARE SUPPORT

Customers:  
**81**

ARR:  
**A\$0.5M**

## POPULATION HEALTH

Customers:  
**2**

ARR:  
**A\$1.7M**  
(includes A\$0.6M from  
IBM in CY2021)

## CORPORATE WELLNESS

Customers:  
**32**

ARR:  
**A\$2.7M**

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# IBM Partnership Update

## GRIT Launch and Revenue Impact

- GRIT (the VA instantiation of IBM's Health & Wellness 360 application) launch planned for 2 December 2021 (NOTE: Date is subject to IBM and its client's discretion)
- Total Brain will invoice A\$150k of revenue from IBM before the calendar year-end for set-up work performed since September in preparation for the official launch of GRIT
- Upon billing, TTB will also recognize an additional A\$600k in its ARR run-rate which is the annual contractual fee for the minimum user population of 25,000 users



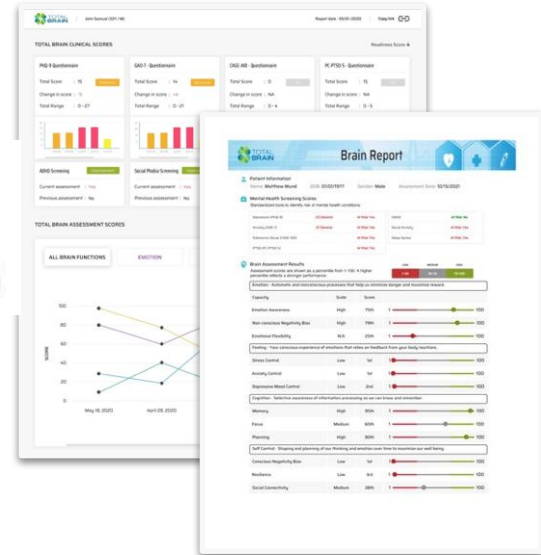
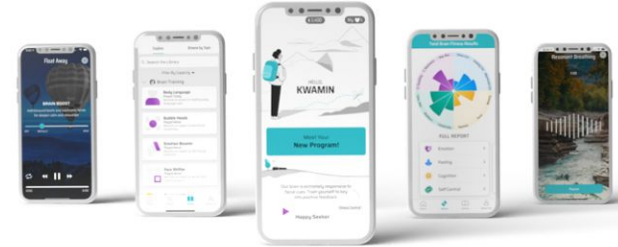
# Clinical Care Support Segment Update

## Platform Evolution and Expansion:

- Relunched clinical platform with new patient UI and more robust clinician support dashboard
- Created modular infrastructure to enable “TB Direct” sales as well as embedded “TB Inside” white label solutions

## Market Traction:

- Successfully migrated legacy clinical clients to new platform
- Expanded relationships with several legacy clinical clients by as much as 30% vs. last year following migration
- Attended 11 clinical events spanning addiction and behavioral health settings, with several marquee speaking opportunities for Dr. Evian Gordon
- Have signed 10 new clinical clients YTD, each with opportunity for significant growth



# Go Forward Strategy and Go to Market



# Total Brain Platform and GTM

## CLINICAL CARE SUPPORT

*Standardized Measurement  
Plan of Care Support  
Business Enabler*

- *NeuroPsych Assessment*
- *Expanded Clinical Screening*
- *Stress Measurement (HRV)*
- *Self-Care Tools*
- *Clinical Support Dashboard*
- *Data Licensing*

*Examples:*

- *Amen Clinics*
- *Bayridge Counseling Centers*
- *Cornerstone of Recovery*

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*Examples:*

- *Prospect in negotiation*

# Clinical Care Support Use Case (TB Direct / TB Inside)

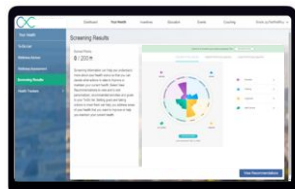
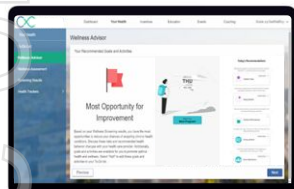
Benefits for Patients and Clinicians

## User Tools

### Self-Care



### Assess and Screen

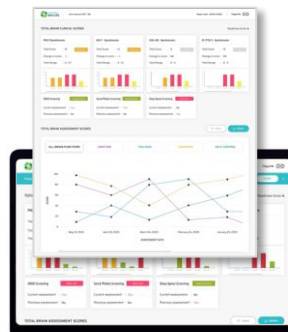


## User / Patient Benefits

- **Relieve** stress
- **Build** resilience
- **Gain** self-awareness of brain capacity strengths and deficits
- **Monitor** treatment progress

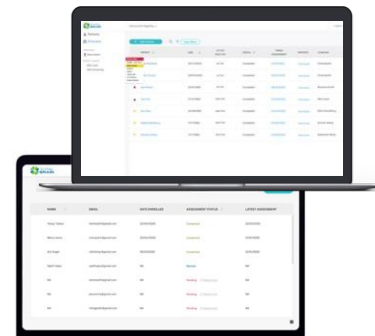
## Clinician Tools

### Patient Reporting



Patient assessment and screening data securely provided to clinician

### Clinician Dashboard



Clinician access to all patient assessments



## Clinician Benefits

- **Assess** key brain functions to help predict patient success
- **Personalize** treatment with objective brain data
- **Track** evidenced-based outcomes
- **Engage** alumni with 24/7 adjunctive digital self-care tools to support rehabilitation
- **Reduce** clinician fatigue
- **Increase** revenue from insurance reimbursements with specific CPT codes



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*Self Awareness and Self Care  
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- *NeuroPsych Assessment*
- *Basic or Clinical Screening*
- *Stress Measurement (HRV)*
- *Self-Care Tools*
- *Population Health Dashboard*

*Examples:*

- *Mental Health America*
- *Top rugby team prospect in negotiation*

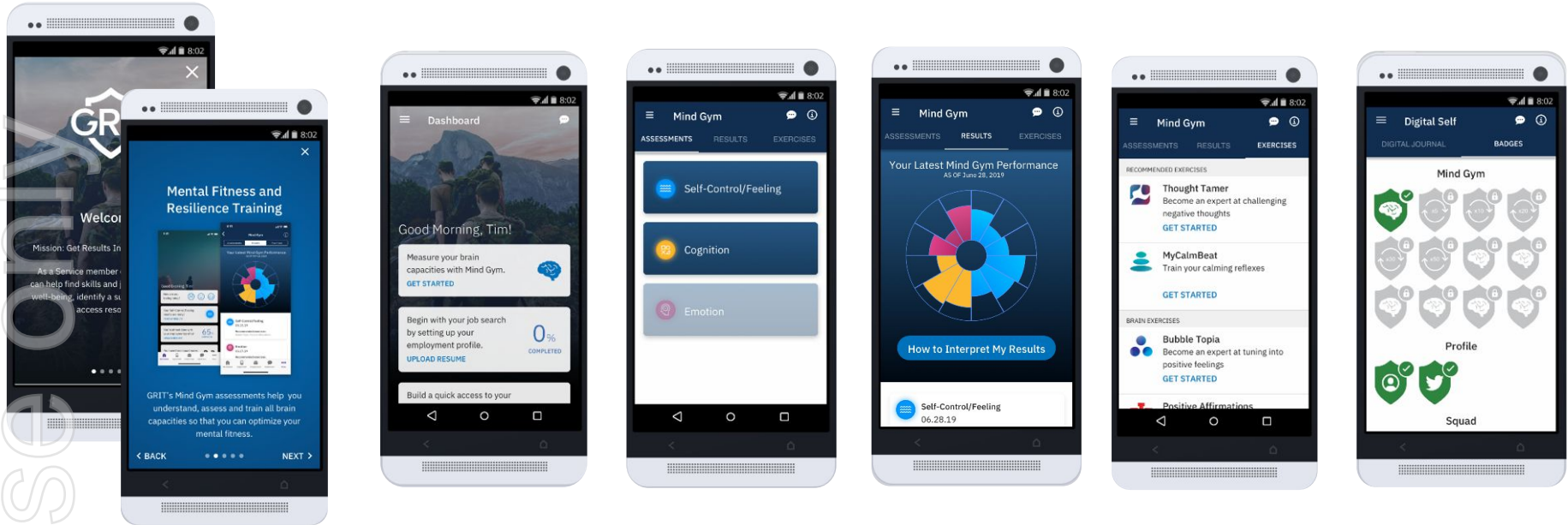
*Examples:*

- *AARP*
- *IBM GRIT for VA*

## CORPORATE WELLNESS

*Self Awareness and Self Care  
Risk Screening and Intervention  
Employee Health and Performance Analytics*

# Population Health Use Case (TB Inside for IBM/VA)



- Fully white labeled core feature in partner experience
- Secure access to user level assessment and self care data to enrich and power partner experience
- Ability to enrich and transform data for additive capabilities
- Comprehensive analytics integration

- Modular or full-length assessment

- Ability to utilize Total Brain front end designs, tailored to partner experience

- Integrate fully into partner engagement experience



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- NeuroPsych Assessment
- Basic Screening
- Stress Measurement (HRV)
- Self-Care Tools
- Population Health Dashboard
- Mental Health Index: U.S. Worker Edition Benchmark

*Examples:*

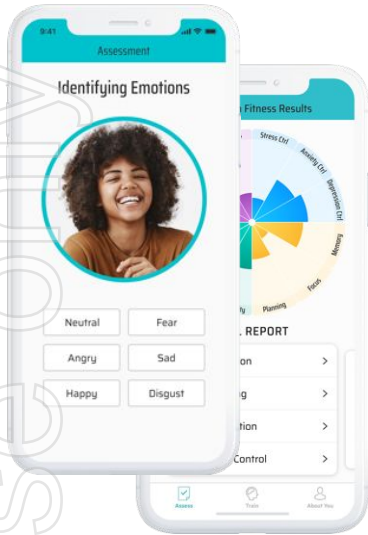
- Boeing
- Nationwide
- Southern Company

*Examples:*

- IBM Enterprise Watson Health

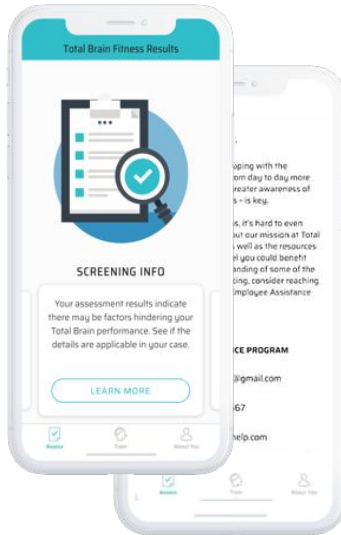
# Corporate Wellness Use Case (TB Direct)

## ASSESS BRAIN CAPACITIES SCREEN MENTAL HEALTH RISKS



- Validated neuroscientific tasks (e.g. emotional awareness)
- Standardized screening questions

## RISK IDENTIFICATION INTERVENTION PATHWAYS



- Present when risk identified
- Symptom validation by users
- Referral to health support resources

## PERSONALIZED SELF-CARE



- Daily exercise regimen and content that optimizes for high-low brain capacities and risks
- In the moment relief and longer- term capacity development

## POPULATION HEALTH REPORTING AND ANALYTICS



- Aggregate and anonymized population health analytics and trending
- Cohort analysis, configurable reporting, notifications



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# Financial Update



# ARR & User Growth

Inflection point in CY2021

## ARR Growth

A\$ in 000s

\$6,000

\$5,000

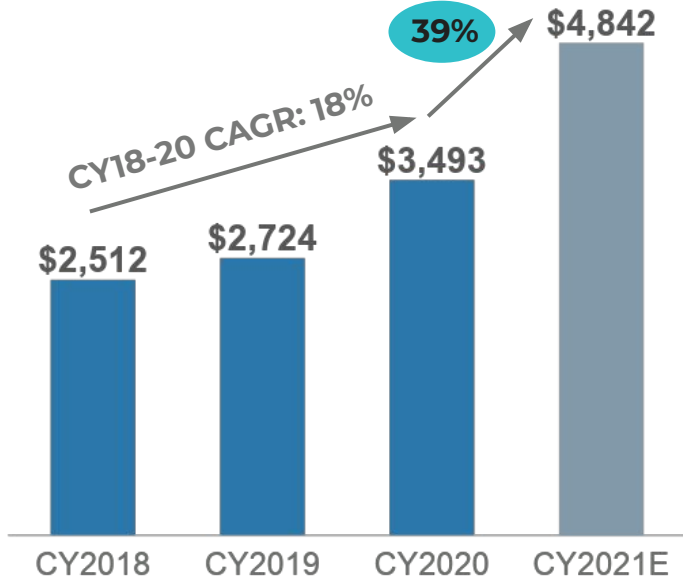
\$4,000

\$3,000

\$2,000

\$1,000

\$0



## User Growth

In 000s

Brain Profiles User Registrations

1,200.0

1,000.0

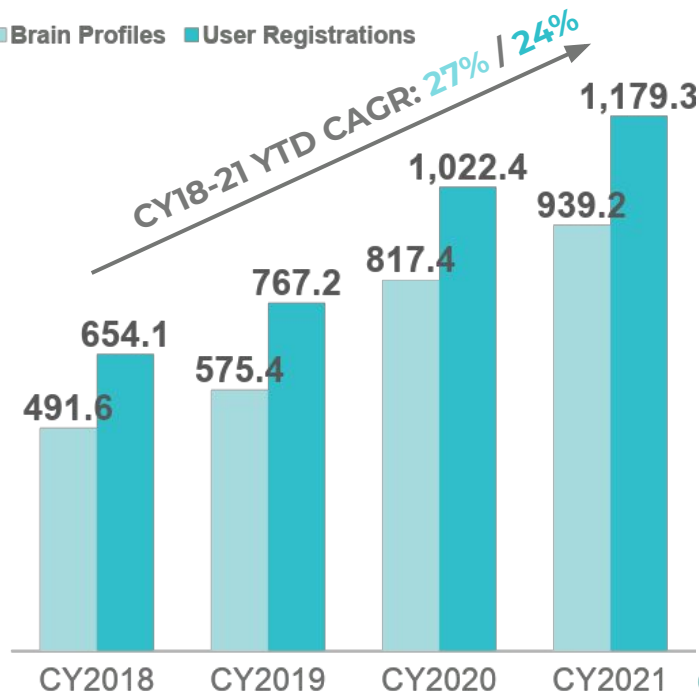
800.0

600.0

400.0

200.0

0.0



Note: The forward-looking ARR figures represent potential opportunities based on existing and pre-identified target clients, including the Veterans Affairs opportunity (year 1). Total Brain gives no guarantee that the opportunities can be realized. FX conversion based on the respective time period. YTD is as of September 30, 2021.





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# Summary



# Summary

## Financials:

- Based on the -30% reduced average burn of A\$830k/month, current cash balances, and known near-term inflows, the business has an expected cash runway until the end of the June 2022 quarter
- Such inflows include but are not limited to (i.) a A\$2.3M R&D tax receivable; (ii.) data licensing deals, and (iii.) additional proceeds from existing and new client contracts being negotiated”

## Priorities:

- **Clinical Care Support:** Focus on expanding our presence in the clinical market, going direct to addiction and behavioral health clinics, licensing data to pharma companies, and seeking out integration opportunities with large clinical platform providers
- **Population Health:** Focus on successful rollout of IBM/VA Grit platform, continue pursuing IBM pipeline opportunities, seek out new population health opportunities
- **Corporate Wellness:** Focus on maintaining existing corporate clients while pursuing new channel and platform partnership opportunities



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# Thank You

